**Applied Math NAME: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

***LEARNING ABOUT BUYING A USED CAR:***

* Go to [www.edmunds.com](http://www.edmunds.com)
* Click on the USED CARS tab at the top of the webpage.
* On the left side of the page, under buying tips, click on the article “10 steps to buying a used car”
* Click through the steps and answer the questions below.

STEP 1:

1. Why buy used?

You can get a car that's almost as good as a brand-new one without paying for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

that wallops new car buyers as soon as they drive the car off the lot. Even cars that are only a year

old are \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ cheaper than brand-new cars.

1. List the 7 reasons why buying used is a good idea:

STEP 2:

1. Click to the STEP 2 page
2. You may need to expand your horizons when considering what to buy because you won't know

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ until you really start looking. Consider

building a target list of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. You might want to think of vehicles

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

STEP 3:

1. Click to the STEP 3 page.
2. The value of a used car is based on….
3. What does this page mean by “second-tier cars?”

STEP 4:

1. Click to the STEP 4 page.
2. What are some “major topics” that you should know about a used car before buying it? (this is in the 1st paragraph)
3. You should also look up the TRUE \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and the

TRUE \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

1. One last step: be sure you run a \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. Two reliable companies that do these are:
2. These reports can reveal vital information about the used car, including….
3. Why might you want to buy a CERTIFIED used car?

STEP 5:

1. Click to the STEP 5 page.
2. Read through the page.
3. What 3 things should you come up with before you go shopping for a used car?

STEP 6:

1. Go to the STEP 6 page.
2. What are the 3 options you have for paying for your car?
3. What are the advantages of financing through an independent source?

STEP 7:

1. Click to the STEP 7 page.
2. What are the three most common places to buy a used car?
3. Of these 3, what is usually the most reasonably priced?
4. What are some advantages of buying from a dealership?

STEP 8:

1. Click to the STEP 8 page.
2. When you test drive a used car, what should you look for? (the three questions in the first paragraph)
3. On the test drive, evaluate the following additional points:
4. Be sure to simulate…
5. After the test drive, ask the owner for the…
6. Avoid buying a car that…
7. You should also take the car to a \_\_\_\_\_\_\_\_\_\_\_\_\_\_ for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

STEP 9:

1. What are the guidelines to follow when negotiating?

STEP 10:

1. If you are at a dealership, you still need to…
2. If you are buying from a private party, …
3. You also need to make sure you have \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ before you drive away!
4. The contract usually contains…
5. When you buy from a private party, you will probably be required to pay with…
6. Before you exchange money, be sure you get the \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
7. Click to the last page, and read it over!